

**CC2020-08 TECHNICAL SUPPORT SERVICES FOR THE CITY OF TRENTON'S INFORMATION SYSTEM FOR THE CITY OF TRENTON,
DEPARTMENT OF ADMINISTRATION PROPOSALS OPENED 9/1/2020 AT 11:00AM**

CC2020-08 TECHNICAL SUPPORT SERVICES FOR THE CITY OF TRENTON'S INFORMATION SYSTEM FOR THE CITY OF TRENTON, DEPARTMENT OF ADMINISTRATION FOR A PERIOD OF TWO (2) YEARS WITH AN OPTION TO EXTEND TWO (2) ONE (1) YEAR EXTENSIONS											
NUMBER OF RESPONDENTS:	11										
NAME OF BIDDER	SYSNET SOLUTION INC	MAESTRO TECHNOLOGIES, INC.	FCC CONSULTING SERVICES, LLC	NJIT PROFESSIONAL, LLC	OZITUS INTERNATIONAL INC	HIGH AVAILABILITY, INC.	STELLAR SERVICES, INC.	MVATION WORLDWIDE, INC.	OCEAN COMPUTER GROUP, INC.	RICHO USA, INC.	TECHTRIAD TEAM
ADDRESS	746 RT.18,2ND FLOOR, SUITE 2B EAST BRUNSWICK, NJ 08816	1 W.STATES STREET,2ND FLOOR TRENTON, NJ 08608	184 S. BROAD STREET TRENTON, NJ 08608	27 SHERBROOKE ROAD EWING, NJ 08638	455 ROUTE 70 WEST CHERRY HILL, NJ 08002-3524	820 ADAMS AVENUE AUDURBON, PA 19403	70 WEST 36TH STREET, 7TH FLOOR NEW YORK, NY 10018	70 GLE ST STE.260 GLEN COVE, NY 11542	90MATAWAN ROAD, STE. 105 MATAWAN, NJ 07747	2 GATEHALL DRIVE PARSIPPANY, NJ 07054	75 VIRGINIA ROAD, R4 WHITE PLAINS, NY 10603
CITY, STATE, ZIP	EAST BRUNSWICK, NJ 08816	TRENTON, NJ 08608	TRENTON, NJ 08608	EWING, NJ 08638	CHERRY HILL, NJ 08002-3524	AUDURBON, PA 19403	NEW YORK, NY 10018	GLEN COVE, NY 11542	MATAWAN, NJ 07747	PARSIPPANY, NJ 07054	WHITE PLAINS, NY 10603
CONTACT NAME	SHABBIRI JARIWALA	IRENE INOCENCIO	CHRIS CAROTHRES	MARK SALERNO	VIJAY K. VERMA	HANNAH MEIN	LIANG CHEN	BARRY WEINSTEIN	LOUIS TSOTAKOS, PRESIDENT	MICHAEL GENTILE	LESLEY BERNSTEIN
TELEPHONE	732-653-5577	908-458-8601	844-322-5521	848-391-3919	201-401-3980	610-294-9090	212-432-2848	406-688-5060	732-493-1900	973-808-3661	914-470-9644
FAX	732-653-5565	732-902-6755	N/A	N/A	856-793-9091	N/A	212-432-2846	888-783-2323	732-918-2613	973-630-2872	315-602-2020
E-MAIL	SHABBIR@SYSNETSOLUTION.CO	IRENE@MAESTRO.COM	CHRIS@FCCCONSULTINGSE	NJITPRO@GMAIL.COM	VKERMA@OZITUS.COM	HMEIN@HAINC.COM	CONTACT@STELLARSERVICE	BNW@MVATION.COM	LTSOTAKOS@OCEANCOMPUTER.COM	MICHAEL.GENTILE@RICOH-USA.COM	LESLEY@TECHTRIADTEAM.COM
STATEMENT OF OWNERSHIP DISCLOSURE	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED
MANDATORY EQUAL EMPLOYMENT OPPORTUNITY EXHIBIT A	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	AWARDED VENDOR
REQUIRED EVIDENCE EEO/AFFIRMATIVE ACTION REGULATIONS QUESTIONNAIRE ACKNOWLEDGEMENT OF RECEIPT OF ADDENDA DATED 8/21/2020	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	AWARDED VENDOR
NJ BUSINESS REGISTRATION CERTIFICATE	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	REQUIRED FROM AWARDED VENDOR	INCLUDED	INCLUDED	INCLUDED	INCLUDED	REQUIRED FROM AWARDED VENDOR
NON-COLLUSION AFFIDAVIT	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED
AMERICANS WITH DISABILITIES ACT OF 1990 LANGUAGE DEBARMENT NOTICE	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED
IRAN ETHICS COMPLAINT DISCLOSURE	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED
EIC	REQUIRED FROM AWARDED VENDOR	CERT.#61638 EXP. 09/15/2026	CERT.#55263 EXP. 11/15/2022	REQUIRED FROM AWARDED VENDOR	CERT.#52076 EXP. 01/15/2021	REQUIRED FROM AWARDED VENDOR	REQUIRED FROM AWARDED VENDOR	REQUIRED FROM AWARDED VENDOR	CERT.#16368 EXP. 04/15/2022	CERT.#24746 EXP. 04/15/2022	REQUIRED FROM AWARDED VENDOR
CITY OF TRENTON RESIDENT EMPLOYMENT POLICY	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED
CERTIFICATE OF INSURANCE	REQUIRED FROM AWARDED VENDOR	REQUIRED FROM AWARDED VENDOR	REQUIRED FROM AWARDED VENDOR	REQUIRED FROM AWARDED VENDOR	REQUIRED FROM AWARDED VENDOR	REQUIRED FROM AWARDED VENDOR	REQUIRED FROM AWARDED VENDOR	REQUIRED FROM AWARDED VENDOR	REQUIRED FROM AWARDED VENDOR	REQUIRED FROM AWARDED VENDOR	REQUIRED FROM AWARDED VENDOR
W-9	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	N/A	N/A	INCLUDED	INCLUDED	INCLUDED	N/A
HOLDING PRICE FOR SIXTY (60) DAYS	YES	YES	YES	YES	YES	YES	N/A	YES	YES	YES	N/A
COMPLIANCE WITH EMERGENCY SERVICES	YES	YES	YES	YES	YES	YES	N/A	YES	YES	YES	N/A
EMERGENCY RESPONSE HOURLY RATE	\$75.00	\$49.00	\$85.00	\$0.00	\$0.00	SEE ATTACHED BREAKDOWN OF HOURLY RATE	\$150.00	\$1,500.00	INCLUDED	\$142.76-197.15	\$98.00
TOTAL AMOUNT FOR THE SERVICES FOR TWO (2) YEARS	\$1,490,000.00	\$1,519,322.00	\$1,846,200.00	\$2,064,000.00	\$2,456,320.00	\$3,053,960.00	\$3,496,500.00	\$2,500,000.00	\$3,500,000.00	\$2,968,464.00	\$9,450,211.00
OPTION TO EXTEND THE SERVICES FOR THE THIRD (3) YEAR	\$782,250.00	\$774,855.00	\$978,848.00	\$1,088,760.00	\$1,265,126.00	\$1,526,980.00	\$1,748,250.00	\$2,400,000.00	\$1,825,000.00	\$2,532,864.00	\$4,961,361.00
OPTION TO EXTEND THE SERVICES FOR THE FOURTH (4) YEAR	\$782,250.00	\$790,353.00	\$1,018,000.00	\$1,088,760.00	\$1,290,428.00	\$1,526,980.00	\$1,748,250.00	\$2,300,000.00	\$1,900,000.00	\$2,532,864.00	\$5,358,270.00
TOTAL AMOUNT FOR FOUR (4) YEARS	\$3,054,500.00	\$3,084,530.00	\$3,843,048.00	\$4,241,520.00	\$5,011,874.00	\$6,107,920.00	\$6,993,000.00	\$7,200,000.00	\$7,225,000.00	\$10,131,476.00	\$19,769,842.00
REFERENCES	INCLUDED	INCLUDED	N/A	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED
EXCEPTIONS	NONE	NONE	NONE	NONE	NONE	NONE	NONE	NONE	NONE	NONE	NONE
FATAL FLAW	NONE	NONE	NONE	NONE	NONE	NONE	NONE	YES	YES	NONE	NONE

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RESPONDENT'S PROPOSAL PRICING

TECHNICAL SUPPORT SERVICES FOR THE CITY OF TRENTON'S INFORMATION SYSTEM FOR A PERIOD OF TWO (2) YEARS WITH AN OPTION TO EXTEND TWO (2) ONE (1) YEAR EXTENSIONS.

IF EMERGENCY RESPONSE FALLS OUTSIDE THE LUMP SUM PRICING, PLEASE PROVIDE AN HOURLY RATE FOR THAT SERVICE.

\$ 75.00

TOTAL AMOUNT FOR THE SERVICES FOR TWO (2) YEARS

\$ 1,490,000/-

**OPTION TO EXTEND THE SERVICES FOR THE THIRD YEAR
TOTAL AMOUNT FOR SERVICES YEAR THREE (3))**

\$ 782,250/-

**OPTION TO EXTEND THE SERVICES FOR THE FOURTH YEAR
TOTAL AMOUNT FOR SERVICES YEAR FOUR (4))**

\$ 782,250/-

TOTAL AMOUNT FOR FOUR (4) YEARS

\$ 3,054,500/-

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IF EMERGENCY RESPONSE FALLS OUTSIDE THE LUMP SUM PRICING, PLEASE PROVIDE AN HOURLY RATE FOR THAT SERVICE.

\$ \$49 PER HOUR

TOTAL AMOUNT FOR THE SERVICES FOR TWO (2) YEARS \$ 1,519,322.

OPTION TO EXTEND THE SERVICES FOR THE THIRD YEAR
TOTAL AMOUNT FOR SERVICES YEAR THREE (3) \$ 774,855.

OPTION TO EXTEND THE SERVICES FOR THE FOURTH YEAR
TOTAL AMOUNT FOR SERVICES YEAR FOUR (4) \$ 790,353.00

TOTAL AMOUNT FOR FOUR (4) YEARS \$ 3,084,530.

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IF EMERGENCY RESPONSE FALLS OUTSIDE THE LUMP SUM PRICING, PLEASE PROVIDE AN HOURLY RATE FOR THAT SERVICE.

\$ 85.00 _____

TOTAL AMOUNT FOR THE SERVICES FOR TWO (2) YEARS \$ 1,846,200 _____

OPTION TO EXTEND THE SERVICES FOR THE THIRD YEAR
TOTAL AMOUNT FOR SERVICES YEAR THREE (3) \$ 978,848 _____

OPTION TO EXTEND THE SERVICES FOR THE FOURTH YEAR
TOTAL AMOUNT FOR SERVICES YEAR FOUR (4) \$ 1,018,000 _____

TOTAL AMOUNT FOR FOUR (4) YEARS \$ 3,843,048 _____

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IF EMERGENCY RESPONSE FALLS OUTSIDE THE LUMP SUM PRICING, PLEASE PROVIDE AN HOURLY RATE FOR THAT SERVICE.

\$ -0-

TOTAL AMOUNT FOR THE SERVICES FOR TWO (2) YEARS \$ 2,064,000

**OPTION TO EXTEND THE SERVICES FOR THE THIRD YEAR
TOTAL AMOUNT FOR SERVICES YEAR THREE (3))** \$ 1,088,760

**OPTION TO EXTEND THE SERVICES FOR THE FOURTH YEAR
TOTAL AMOUNT FOR SERVICES YEAR FOUR (4))** \$ 1,088,760

TOTAL AMOUNT FOR FOUR (4) YEARS \$ 4,241,520

NJIT Professionals - 4 Mak a Sales
9/1/2020

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IF EMERGENCY RESPONSE FALLS OUTSIDE THE LUMP SUM PRICING, PLEASE PROVIDE AN HOURLY RATE FOR THAT SERVICE.

\$ 0.00

TOTAL AMOUNT FOR THE SERVICES FOR TWO (2) YEARS \$ 2,456,320.00

OPTION TO EXTEND THE SERVICES FOR THE THIRD YEAR
TOTAL AMOUNT FOR SERVICES YEAR THREE (3)) \$ 1,265,126.00

OPTION TO EXTEND THE SERVICES FOR THE FOURTH YEAR
TOTAL AMOUNT FOR SERVICES YEAR FOUR (4)) \$ 1,290,428.00

TOTAL AMOUNT FOR FOUR (4) YEARS \$ 5,011,874.00



High Availability, Inc.'s Proposal Pricing

Position	Hourly Rate	2 Year Service 7 hrs/day x 104 wk = 3,640 hours	Year 3	Year 4	4 Year TOTAL
Site Manager	\$115	\$418,600	\$209,300	\$209,300	\$837,200
Project Manager	\$105	\$382,200	\$191,100	\$191,100	\$764,400
Senior Telecomm & Network Infrastructure Architect	\$115	\$418,600	\$209,300	\$209,300	\$837,200
Senior Network Administrator & IT Consultant	\$94	\$342,160	\$171,080	\$171,080	\$684,320
Associate Network Administrator (COT)	\$61	\$222,040	\$111,020	\$111,020	\$444,080
Associate Network Administrator (Police)	\$61	\$222,040	\$111,020	\$111,020	\$444,080
IT Technicians/Specialist (1 x COT)	\$61	\$222,040	\$111,020	\$111,020	\$444,080
IT Technicians/Specialist (1 x COT)	\$61	\$222,040	\$111,020	\$111,020	\$444,080
IT Technicians/Specialist (1 x Police)	\$61	\$222,040	\$111,020	\$111,020	\$444,080
Domain Management Support	\$105	\$382,200	\$191,100	\$191,100	\$764,400
TOTALS		\$3,053,960	\$1,526,980	\$1,526,980	\$6,107,920

- If emergency response falls outside the lump sum pricing, the hourly rate will be the same as above
- We have provided 1 resume per position. These are the rates for the candidates we think would be the best fit for the City based on their experience.
- The proposed candidates have been informed on the job requirements and are actively interested in working with the City of Trenton.
- High Availability can provide the City with additional resumes to consider for each position for the same proposed rate or lower rate for a more junior candidate



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IF EMERGENCY RESPONSE FALLS OUTSIDE THE LUMP SUM PRICING, PLEASE PROVIDE AN HOURLY RATE FOR THAT SERVICE.

\$ 150/hour

TOTAL AMOUNT FOR THE SERVICES FOR TWO (2) YEARS \$ 3,496,500

**OPTION TO EXTEND THE SERVICES FOR THE THIRD YEAR
TOTAL AMOUNT FOR SERVICES YEAR THREE (3))** \$ 1,748,250

**OPTION TO EXTEND THE SERVICES FOR THE FOURTH YEAR
TOTAL AMOUNT FOR SERVICES YEAR FOUR (4))** \$ 1,748,250

TOTAL AMOUNT FOR FOUR (4) YEARS \$ 6,993,000



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IF EMERGENCY RESPONSE FALLS OUTSIDE THE LUMP SUM PRICING, PLEASE PROVIDE AN HOURLY RATE FOR THAT SERVICE.

\$ 1500.00

TOTAL AMOUNT FOR THE SERVICES FOR TWO (2) YEARS \$ 2,500,000.00

OPTION TO EXTEND THE SERVICES FOR THE THIRD YEAR
TOTAL AMOUNT FOR SERVICES YEAR THREE (3)) \$ 2,400,000.00

OPTION TO EXTEND THE SERVICES FOR THE FOURTH YEAR
TOTAL AMOUNT FOR SERVICES YEAR FOUR (4)) \$ 2,300,000.00

TOTAL AMOUNT FOR FOUR (4) YEARS \$ 7,200,000.00

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IF EMERGENCY RESPONSE FALLS OUTSIDE THE LUMP SUM PRICING, PLEASE PROVIDE AN HOURLY RATE FOR THAT SERVICE.

\$ Included

TOTAL AMOUNT FOR THE SERVICES FOR TWO (2) YEARS \$ \$3,500,000.00

OPTION TO EXTEND THE SERVICES FOR THE THIRD YEAR \$ \$1,825,000.00
TOTAL AMOUNT FOR SERVICES YEAR THREE (3)

OPTION TO EXTEND THE SERVICES FOR THE FOURTH YEAR \$ \$1,900,000.00
TOTAL AMOUNT FOR SERVICES YEAR FOUR (4)

TOTAL AMOUNT FOR FOUR (4) YEARS \$ \$7,225,000.00

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RESPONDENT'S PROPOSAL PRICING

TECHNICAL SUPPORT SERVICES FOR THE CITY OF TRENTON'S INFORMATION SYSTEM FOR A PERIOD OF TWO (2) YEARS WITH AN OPTION TO EXTEND TWO (2) ONE (1) YEAR EXTENSIONS.

IF EMERGENCY RESPONSE FALLS OUTSIDE THE LUMP SUM PRICING, PLEASE PROVIDE AN HOURLY RATE FOR THAT SERVICE.

Please review pricing matrix page \$142.76-197.15

TOTAL AMOUNT FOR THE SERVICES FOR TWO (2) YEARS \$ 2,968,464.00

OPTION TO EXTEND THE SERVICES FOR THE THIRD YEAR
TOTAL AMOUNT FOR SERVICES YEAR THREE (3)) \$ 2,532,864.00

OPTION TO EXTEND THE SERVICES FOR THE FOURTH YEAR
TOTAL AMOUNT FOR SERVICES YEAR FOUR (4)) \$ 2,532,864.00

TOTAL AMOUNT FOR FOUR (4) YEARS \$ 10,131,476.00

RESPONDENT'S PROPOSAL PRICING



TECHNICAL SUPPORT SERVICES FOR THE CITY OF TRENTON'S INFORMATION SYSTEM FOR A PERIOD OF TWO (2) YEARS WITH AN OPTION TO EXTEND TWO (2) ONE (1) YEAR EXTENSIONS.

IF EMERGENCY RESPONSE FALLS OUTSIDE THE LUMP SUM PRICING, PLEASE PROVIDE AN HOURLY RATE FOR THAT SERVICE. \$ 98/Hour

TOTAL AMOUNT FOR THE SERVICES FOR TWO (2) YEARS \$ 9,450,211

OPTION TO EXTEND THE SERVICES FOR THE THIRD YEAR TOTAL AMOUNT FOR SERVICES YEAR THREE (3) \$ 4,961,361

OPTION TO EXTEND THE SERVICES FOR THE FOURTH YEAR TOTAL AMOUNT FOR SERVICES YEAR FOUR (4) \$ 5,358,270

TOTAL AMOUNT FOR FOUR (4) YEARS \$ 19,769,842

OFF-SHORE OPTION: IF THE CITY OF TRENTON APPROVES ENGAGING OFFSHORE RESOURCES ONLY FOR THE POSITIONS DETERMINED UNDER ADDITIONAL SCOPE OF WORK AS INDICATED IN THE RFP, WE CAN OFFER PRICE REDUCTION TO THE EXTENT OF 10% , BY MOVING 10 POSITIONS (INDICATED AS "REMOTE" IN THE PROPOSAL) OFFSHORE. PLEASE REFER TO THE TECHNICAL PROPOSAL FOR MORE DETAILS UNDER SECTION 7, SOLUTION HIGHLIGHTS

* The numbers above are based on the *assumed* resource count listed in the RFP. TechTriad Team can do a resource analysis with the City of Trenton's designated officials in order to go over the proposed resource headcount.

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